

## Message Text

UNCLASSIFIED

PAGE 01 AUCKLA 00234 270153Z  
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----064280 270548Z /13

R 262050Z APR 78  
FM AMCONSUL AUCKLAND  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 986  
INFO AMEMBASSY WELLINGTON

UNCLAS AUCKLAND 0234

E.O. 11652: N/A  
TAGS: BEXP, NZ  
SUBJ: LICENSING OR JOINT VENTURE OPPORTUNITY - GARDEN HAND TOOLS.

REX WATSON, MARKETING MANAGER, ROBERT STONE & CO. LTD., P. O. BOX 18060, AUCKLAND, HAS REQUESTED ASSISTANCE IN ESTABLISHING CONTACT WITH UNITED STATES MANUFACTURERS OF GARDEN HAND TOOLS SUCH AS SHOVELS, RAKES, SPADES AND SMALL HAND IMPLEMENTS, NAMELY TROWELS, FORKS AND THE LIKE WHO ARE INTERESTED IN A LICENSING ARRANGEMENT OR JOINT VENTURE FOR THE NEW ZEALAND MARKET. ROBERT STONE & CO. IS A VERY SUCCESSFUL AND ESTABLISHED MANUFACTURING ENGINEERING COMPANY WITH FULL METAL WORKING CAPABILITIES AND WITH A WELL ESTABLISHED REPUTATION. THE COMPANY IS EFFICIENT AND IT IS PRIMARILY INVOLVED IN ENGINEERING CONTRACTING WORK FOR MOST OF THE SUBSTANTIAL MANUFACTURING COMPANIES IN NEW ZEALAND DOING PARTICULARLY GOOD BUSINESS WITH FOREST INDUSTRY COMPANIES. IN LOOKING TO EXPAND THEIR RANGE OF ACTIVITIES THEY SEE NEED FOR LOCAL MANUFACTURE OF HIGH QUALITY GARDEN IMPLEMENTS.

IT WOULD BE APPRECIATED IF COMMERCE WOULD BRING THIS INTEREST TO THE ATTENTION OF APPROPRIATE UNITED STATES COMPANIES.  
WILLIAMS

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NNN

## Message Attributes

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**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
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**Disposition Comment:**  
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**Disposition Event:**  
**Disposition History:** n/a  
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**Executive Order:** N/A  
**Errors:** N/A  
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**Subject:** LICENSING OR JOINT VENTURE OPPORTUNITY - GARDEN HAND TOOLS. REX WATSON, MARKETING MANAGER, ROBERT STONE & CO. LTD., P. O. BOX 18060, AUCKLAND, HAS REQUESTED ASSISTANCE IN ESTAB  
**TAGS:** BEXP, NZ  
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**Review Markings:**  
Sheryl P. Walter  
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